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MISSOURI EGGS TO BE SOLD THROUGH MINNESOTA EXCHANGE

Arrangements have been made by the Mark Twain Poultry Producers' Association, Hannibal, Mo., to sell the products of its members through the Minnesota Cooperative Egg and Poultry Exchange, St. Paul, Minn. This plan will furnish the Missouri organization with the services of an established selling agency with a traffic department, a supply department, and an accounting department. As a greater volume of output is needed, the Mark Twain association is making an intensive campaign to secure the product of at least 50,000 more hens before beginning business. A manager has been selected who proposes to study the methods of operation of a number of the district associations in Minnesota before opening a central plant in Hannibal.

The Missouri association is to have one representative on the board of directors of the Minnesota exchange which is made up of local associations.

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SUPPLY COMPANY SERVES FARMERS' ELEVATORS

Business transacted during the year ending December 31, 1924, by the Farmers' Elevator Cooperative Supply Company of Illinois, Bloomington, Ill., amounted to approximately \$500,000. This organization is a corporation formed in 1920 to buy supplies for farmers' elevators and its stock is held by such elevators. Patronage dividends are paid in cash to members and in capital stock to companies which are not members. In 1924 the company handled orders for between 150 and 200 elevators, and had 15 members fully paid up and 190 partially paid. The 1922 business amounted to about \$400,000, and the 1923 business to approximately \$350,000. As much of the business is handled on a commission basis the amounts of the sales do not always appear on the company's books.

Total gains for the past year are given in the manager's report as \$8,643, and total expenses as \$5,747, leaving a balance of \$2,896. Ten per cent of this sum, \$289, went to the manager, leaving a net amount of \$2,606 for distribution. A 10% dividend on 15 full shares came to \$150; a like dividend on 40 half shares, to \$200; a patronage dividend in cash, to \$366; \$656 was carried to surplus; and patronage dividends to the amount of \$1,229 were paid in partial payment certificates on capital stock. The year closed with a surplus credit of \$2,014.

FRUIT ASSOCIATION SERVES LARGE MEMBERSHIP

A summary of the 1924 business of the Ozark Fruit Growers' Association, Monett, Mo., gives the following figures:

Commodities	: Cars : : Shipped :	Gross Returns	: : : Commissions :	Net to Association
Strawberries	: 784 :	\$1,064,071.60	: \$31,855.60 :	\$1,032,216.00
Tomatoes	: 69 :	115,635.28	: 5,783.70 :	109,901.58
Grapes	: 185 :	145,329.40	: 7,265.89 :	138,063.51
Apples	: 79 :	43,178.61	: 2,142.59 :	41,036.02
Peaches	: 67 :	35,390.19	: 1,770.38 :	33,619.81
Melons	: 2 :	434.19	: 21.70 :	412.49
Cabbage and Beans	: 66 :	20,169.13	: 906.05 :	19,263.08

Total receipts amounted to \$1,424,208; expenses were \$47,000, and the amount paid to growers in the year was \$1,374,550.

This association has been operating since 1906 and sells the produce of 2,000 members who are united in 57 local associations.

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GRAPE GROWERS PLEASED WITH FIRST YEAR'S WORK

Organized under the Washington cooperative law, the Yakima Valley Grape Growers' Union, Grandview, Wash., in its first year of operation, 1924, handled about half the grapes of the valley at a cost to the members of three cents a basket. The quantities of grapes handled were, 161,911 baskets, 4,978 lugs, and 11 tons of bulk grapes. Thirty-five straight car loads were shipped, not one of which was rejected and in only a few instances was an allowance made from f. o. b. prices. This the manager believes demonstrates that proper packing and grading and prompt handling will eliminate nine-tenths of loss and damage claims.

Total receipts for these grapes amounted to \$45,894, of which the growers received \$40,031, or nearly 90%. Total expenses, including organization, handling, manager's salary, etc., were \$5,695, and a balance of \$166 was carried to the sinking fund.

About 75% of the money received for the grapes was in the hands of the growers 30 days after delivery and checks for final settlement were mailed to the growers on October 23. Prices to the growers were about 21 cents a basket. All were sold on the basis of 25 cents a basket f. o. b. shipping point. Twenty-one cars went to North Dakota and one car to Denver, Colo.

It is stated that the grapes from this section come on the market just after the shipping season of table grapes from Missouri and Arkansas and before shipments begin from Michigan, consequently, the only competition is among the growers of the valley whose interests are identical. The association now has 135 members and is planning a determined drive in order to secure a larger tonnage.

GRAPE ASSOCIATION CONDUCTS LARGE BUSINESS

Business amounting to more than \$700,000 was conducted during 1924 by the Keystone Cooperative Grape Association, North East, Pa. The amounts of the sales of various items were as follows:

Grape	\$557,503.44
Small fruit.....	30,135.65
Baskets.....	46,549.13
Fertilizer.....	49,692.29
Spray material.....	11,787.67
Supplies.....	19,626.55
Total.....	<u>\$715,294.73</u>

A gross profit realized on sales amounted to \$47,371, from which the sum of \$33,285 was deducted for operating expenses. Other income from rents, interest, discount, and membership fees, brought the business profits for the year to \$15,689.

The Keystone Grape Company was organized in 1901 and established its own brand for table grapes, the "Keystone" brand, which is still in use. The 1914 turnover was \$220,967. In 1915 it had 32 members, a paid-up capital stock of \$13,000, and its business amounted to \$165,548. The following year the company reported shipping 162 cars of grapes, 2 cars of gooseberries and 2 cars of cherries, besides express shipments.

The present organization, the Keystone Cooperative Grape Association, was organized in 1921, and bought the property of the Keystone Grape Company, January 1, 1922. In October, 1924, it had 218 members. Peaches and prunes are also handled.

Available figures regarding the business of the association during the last four years are given below:

Year	Gross Sales	Operating Expenses	Net Profit	Grapes Shipped	Other Fruit
				(Cars)	(Cars)
1921	\$450,000	-----	-----	----	----
1922	684,425	\$27,758	\$14,578	787	30
1923	509,630	27,243	10,042	----	----
1924	715,294	33,255	15,689	----	----

On December 31, 1924, the balance sheet of the association showed that a refund of \$14,326 had been made to members out of the surplus savings and there was still on hand a working fund of \$25,955, while real estate, buildings and equipment were valued at \$23,736.

PROBLEMS IN MARKETING PRUNES AND APRICOTS

An analysis of the distribution of the dollar which the consumer pays for dried fruit handled by the California Prune and Apricot Growers' Association, San Jose, Calif., shows the following figures:

	<u>Cents</u>		<u>Cents</u>
Grower.....	40.0	Association.....	3.0
Retailer.....	25.0	Advertising.....	2.4
Wholesaler.....	11.3	Brokerage.....	2.2
Packing.....	8.3	Discount.....	1.0
Transportation..	6.8	Total.....	100.0

A series of articles by different writers, in the *Sunsweet Standard*, have shown the parts played by the broker, the retailer, the railroads, the jobber, and the grower, in the production and marketing of prunes and apricots. The sixth and last of the series, by A. M. Mortensen, formerly general manager of the association, entitled "The Case for the Association," appeared in the December number. The discussion centers around the questions, "What is the service of our association; what does it mean to the industry and to the individual member of the association; does it, in its present form, justify its cost; and can it show a reasonable return for the share of the grower's dollar which it takes?"

Certain misconceptions of the functions of the association are mentioned first. It is said that the real purpose of the association is not to reduce costs of handling, not to guarantee a certain return for fruit, not to fix prices, but "to handle the marketing problems of the prune and apricot growers of California, cooperatively and collectively."

The chief problems of the association are stated to be:

1. To help stabilize the markets for prunes and apricots by insuring a free flow into the hands of consumers without great price fluctuations.

2. To reduce speculation on its products, or the taking of a profit which is not compensated for by a service rendered.

3. One of the great contributions of the association to the prune industry has been the standardization of grading and packs and the creation of the brand name "Sunsweet."

4. One of the great problems is that of developing and extending the markets for prunes and apricots and promoting their consumption.

Attention of the members of the association is called to the fact that the existence of the organization means a powerful influence to work for the dried fruit industry solely in the interest of the growers.

Mr. Mortensen resigned his position as general manager of the association on December 18, and the president of the organization was appointed as temporary manager.

LIMA BEAN ASSOCIATION AIDS IN STABILIZING MARKET

It is the policy of the California Lima Bean Growers' Association, Oxnard, Calif., to try to dispose of from 65% to 75% of its tonnage between September and January, in order that the retail stores may be supplied during the winter months when the largest quantities of beans are consumed. The present season 85% of the baby limas and 75% of the regular limas had been sold on December 31, and members had been paid \$8 per bag on baby limas and \$7 a bag on regular limas. Only once before, in 1917, had the growers received as much as \$7 a bag before the close of the calendar year. On December 31 it was expected that further advances could be made during January and the prices on both varieties could be brought to \$9 by March 1. The association is handling a larger percentage of the crop than heretofore and the management believes that it has been an important factor in stabilizing the market.

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GEORGIA ASSOCIATIONS MERGE OFFICES TO SAVE MONEY

Two Georgia associations, the Sovega Melon Growers' Association, Adel, and the Georgia Sweet Potato Growers' Association, Valdosta, have decided, as a measure of economy, to consolidate the offices of the two associations and to administer the affairs of both organizations through the officers of the melon association. This action was decided upon at a meeting held in Adel, Ga., January 2. It was pointed out at this meeting that the crops of the two associations were harvested and marketed at entirely different seasons of the year and that this merger would result in keeping the office busy practically the entire year. Another consideration was that the dealers who buy watermelons usually handle sweet potatoes also and that it would be advantageous to keep in close touch with the trade the year around.

Under the approved plans neither organization will lose its individuality. While they have the same office and office force, each will have its own governing officials, its president, executive council, and board of directors. The directors of the potato association have elected as its manager, secretary and treasurer, and traffic manager, the three men who hold these offices in the melon association. These officers will still be paid their salaries by the melon association while the potato association will contribute a flat sum toward the overhead and administrative expenses. This will make a considerable reduction in the expenses of the melon association and will give the potato growers the advantages of an office at about one-fourth of what it would cost to maintain a separate establishment throughout the year.

Measures were taken at once to determine the stocks of potatoes on hand and it is proposed to handle the entire quantity within sixty days. Financial arrangements are being perfected for making advances to growers as potatoes are loaded for shipment. It is proposed that the shipments of each day shall constitute a separate pool for making returns to growers.

TOBACCO GROWERS TO BE GIVEN FULL INFORMATION

Detailed figures regarding the quantity of tobacco handled by the Tobacco Growers Cooperative Association of Virginia, North Carolina and South Carolina, Raleigh, N. C., for the crops of 1922 and 1923 have been made public through the Tri-State Tobacco Grower. The association received a total of 163,590,169 pounds of the 1922 crop and 180,137,952 pounds of the 1923 crop. All of the 1922 crop, except 2,194,000 pounds, has been marketed and all of the 1923 crop has been sold except 12,748,000 pounds. According to these figures the total unsold tobacco of the 1922 and 1923 crops was but 14,942,000 in January of this year.

An audit of the books of the association, as of May 31, 1924, furnishes the members of the organization with valuable information regarding their business. On that date the current assets amounted to \$24,561,884 and this amount plus the fixed assets brings the total assets to \$26,553,664. The reserves, which represent capital investments, were, on that date, \$2,209,040. A total of \$50,855,023 had been distributed to growers. According to the statements of the auditors the average advance payments to growers were 8 cents a pound on the 163,590,160 pounds of the 1922 crop and 9.2 cents a pound on the 180,137,952 pounds of the 1923 crop. Operating costs and reserves per 100 pounds of tobacco handled for the two years ending May 31, 1923 and 1924, as determined by the auditors, were as follows:

	May 31	
	1923	1924
Operating costs	\$1.55	\$1.39
Reserve for contingencies	.22-1/2	.18-3/4
Reserve for guaranties	.46-1/2	.42-1/2

The reserves for guaranties represent funds pledged in connection with the financing of the warehousing corporations. The auditors report the membership as being 94,197 on May 31, 1924.

At the last meeting of the board of directors of this Association it was decided to make quarterly payments to members because of tobacco delivered. These payments are to be made in accordance with the amount of tobacco sold from each grade pool. It was also decided to report quarterly to members regarding the amount of tobacco on hand, the purpose being to fully advise members as to how their business is being handled.

STEADY GROWTH REPORTED BY TWIN CITY MILK PRODUCERS

Nearly one thousand (957) members of the Twin City Milk Producers Association, attended the annual meeting of the association held in St. Paul, Minn., December 2, 1924. Total membership was reported as 6,203 which indicated a net increase of 395 since January 1, 1924. It was stated that but nine members had withdrawn from the organization during the preceding year and that of these, five had quit producing milk.

According to the report of the secretary for the twelve months ending with September 30, 1924, total sales amounted to \$7,025,289, which was an increase of 16% over the preceding year. The number of pounds of milk handled, the quantities of butter, cheese, and ice cream made, and of condensed milk sold, the last two years, are shown below. In addition to these, large quantities of casein and milk powder were manufactured.

	Year ending Sept. 30		
	1923	1924	Per cent Increase
	(Lbs.)	(Lbs.)	
Milk handled	198,427,522	250,936,012	26
Butter made	2,214,958	4,571,285	106
Cheese made	1,006,314	1,656,354	64
	(Gals.)	(Gals.)	
Ice cream made	38,461	35,286	8*
Condensed whole milk sold	20,766	104,254	402
Condensed skim milk sold	102,442	227,083	121

*Decrease

Net worth of the association on September 30, 1924, as certified to by the auditors, was \$685,168. This was represented by outstanding capital stock to the amount of \$386,311; sinking fund, etc., \$130,439; and operating reserve \$168,418. Real estate and equipment, less reserves for depreciation, were valued at \$636,163 on September 30. Two new plants were completed during the business year.

Perhaps the outstanding feature of the annual meeting was the address of the president, W. F. Schilling. He urged that the membership take steps to make it impossible for the association to become diverted from its true course by political entanglements. He said:

My personal wish, and I sincerely hope that others join me in it, is that a resolution of this body to-day would make it impossible for any member of your executive board to seek or hold public office while he is a member of your executive board. More cooperatives have been ruined by

officers seeking politics as the final goal of their efforts than in any other way.

A resolution was adopted to the effect that if any member of the executive committee runs for a political office, he shall at once resign. A year ago a resolution was adopted prohibiting the employing by the association of any relative of any officer.

In regard to legislation, the president said:

We too often hear that farmers want special legislation to assist them. This is a mistake, and a serious one. Farmers want only the same protection that others enjoy, and further, they want only such laws as will assist them to help themselves. When given an equal chance, if agriculture cannot stand alone, it deserves to fall.

In the opinion of President Schilling there are three methods by which a market for milk and other dairy products can be secured. These are: "First, by conference and deliberation; second by purchase; and third by fighting. All three have been used in America, but the first method fortified by an ample bank account, we believe, is the most satisfactory."

Considerable attention was given at the meeting by the officers of the association to pointing out the need for specially trained men for cooperatives. One speaker said, "Men trained in the old line establishments have been taught to tell the farmer just as little as possible. Such men do not usually prove of any value when employed by a cooperative organization." The secretary of the association in discussing the same subject said:

We have developed an organization of trained officers and employees. Nothing but time and experience can produce such an organization (as we have) and it has undoubtedly cost us money during our growing period to reach our present point of efficiency. There was no similar organization in America (April, 1917) for us to pattern after or from which we could secure men. Our officers, of course, had had no previous experience in conducting a milk organization. We have grown slowly and have developed our force as we have expended.

Thirty-nine different pictures of properties of the association were thrown on a screen for the entertainment of those attending the annual meeting.

(An account of the annual meeting for 1923 will be found in Agricultural Cooperation for January 14, 1924, page 17.)

PAMPHLET ISSUED BY DAIRYMEN'S COOPERATIVE ASSOCIATION

"Story of the year 1923-24" is the title of a pamphlet issued recently by the Dairymen's League Cooperative Association, Inc., New York City. The sixty odd pages comprising the publication contain in addition to the reports made at the annual meeting of the association, June 19, 1924, many bits of information of interest to those watching the development of this organization.

Measured by total sales, this association is the leading cooperative in the United States. Its gross sales for the year ending March 31, 1924, were in excess of \$75,000,000. Although over 55% of the income of the organization is derived from the sale of fluid milk and cream, the sale of manufactured products is an item of considerable consequence, as it amounts to about \$10,000,000 a year. These by-products are evaporated milk, condensed milk, butter, cheese, ice cream, milk powder and casein.

Besides being marketed in the United States, these manufactured products are sold in the following countries: England, France, Germany, South, West and East Africa, Palestine, Syria, Bermuda, Jamaica, Peru, Cuba and Panama. Over one hundred association salesmen are engaged in covering thirty-one of the forty-eight states.

Over 12,000 active retail accounts are carried in metropolitan New York. More than 72,000 children in 60 schools are regularly served with League milk.

Advertising expenditures during the last business year amounted to over \$800,000. The campaign conducted included display material in colors in national magazines, display matter in 223 newspapers in 158 cities. The magazines and newspapers had a combined circulation of over 13,700,000. Over 10,000 twenty-four sheet posters were displayed in 195 cities. In the buying centers of five large cities 175 painted walls were used; and in New York City electric displays were used on Broadway and three-sheet posters at the subway and "L" stations. A total of 31,797 store windows were trimmed and 407,343 pieces of dealer advertising were used. Over \$600,000 has been appropriated for advertising for the current year.

According to a statement prepared by the management of the association, total deductions made from returns to members during the year ending March 31, 1924, amounted to 13.26 cents per 100 pounds of milk handled. Over one-half of this (9.57 cents) was in the nature of a loan and was credited to the certificate of indebtedness account.

The other deductions were for the following purposes:

	Cents
Administrative expense.....	2.13
Local associations.....	.20
Subdistrict organizations.....	.08
Advertising fund.....	2.00
Insurance fund.....	.33
Depreciation.....	1.42
Extraordinary hauling charges	2.55
Total.....	8.71

The distribution of the membership on March 31, 1924, was as follows: New York State, 51,480 members; Pennsylvania, 14,107; New Jersey 2,312; Connecticut, 565; Vermont, 243; Massachusetts, 131; total, 68,838. After the withdrawals which were effective April 1, there were 63,746 contracts in force. Since April 1, many new contracts have been signed.

These members are grouped in 869 local associations distributed through the territory as follows: New York State, 665 local associations; Pennsylvania, 157 locals; New Jersey, 30; and New England 17. Members attend local meetings and elect representatives to subdistrict associations of which there are 43. Subdistrict meetings are held monthly and the president of each subdistrict association is instructed as to matters to be brought before the board of directors at its monthly meeting. Both local organizations and subdistrict organizations are maintained by the overhead association.

The management of the association rests in a board of 24 directors nominated to represent districts but elected by the entire membership. Eight directors are elected each year for terms of three years. The board of directors elects officers and selects an executive committee of five which is in direct charge of business activities of the organization.

In order to give better service to its members the association has established 16 district offices located at strategic points. These offices are clearing houses for members and the central office on association problems. The men in charge of the offices assist the directors and subdistrict presidents in maintaining membership morale.

A small force, averaging six men, covers the entire territory. During the last business year they conducted 618 meetings at which there was a total attendance of 107,186.

Over 70,000 copies of the Dairymen's League News are printed and mailed each week to members of the association and to others on a paid subscription list. The cost of the publication, above subscriptions and advertising, has been as follows for the years ending with March 31: 1922, \$41,479; 1923, \$19,576; 1924, \$13,102.

Figures have been compiled which indicate that the members of the association operate more than 8,000,000 acres of land and that they own approximately 1,000,000 head of dairy cattle, valued at \$72,000,000.

(For other information regarding the Dairymen's League Cooperative Association, see the following pages of Volume II of this circular: 167, 215, 230 and 277.)

BANNER MONTH REPORTED BY MISSOURI ASSOCIATION

December was the banner month for the Farmers' Union Livestock Commission, South St. Joseph, Mo., as it handled the greatest number of cars of stock ever handled in one month by any firm on the South St. Joseph market. The stock received by railroad shipments filled 1,212 cars, and receipts by truck equalled 241 car loads, making a total of 1,453 car loads.

Cars of stock handled during 1924, including truck stuff and cars purchased, were 11,990, or 792,839 animals, with a total value of \$15,033,554. Commissions collected amounted to \$210,039 and the total earnings came to \$212,592. Expenses were \$82,344, and savings to be returned to members, on a basis of 61¢ on every dollar of commissions paid, were \$130,248. The commissions collected on hogs, cattle and sheep averaged \$18.12 per car, and the cost of handling averaged \$7.02 per car.

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COOPERATIVE LIVESTOCK MARKETING BY OHIO COUNTIES

Livestock shipping associations in 43 counties in Ohio, affiliated with the Ohio Livestock Cooperative Association and the Ohio Farm Bureau Federation, have reported regarding their business activities in 1924. These associations handled 753,359 animals for 77,930 shippers. The number of animals of each kind handled was as follows: hogs, 559,581; sheep, 125,243; calves, 46,197; cattle, 22,328. Returns from the sale of the livestock amounted to \$11,563,233. Average total expenses for the year amounted to 66.1¢ per hundred weight for the 143,653,942 pounds of livestock marketed.

Below are figures indicating activities for past years:

Year	:Number : :Shippers:	Number : Floors :	Number : Head :	Market : Sales :
1921*	: 32,141 :	5,406 :	417,284 :	6,279,559
1922	: 83,599 :	9,868 :	776,987 :	13,533,492
1923	: 84,421 :	10,566 :	834,819 :	12,723,256
1924	: 77,930 :	9,429 :	753,359 :	11,563,233

*Ten months

Twenty-three of the 43 counties shipped the greater part of their livestock to the Cleveland market, 14 associations to the Pittsburgh market, 2 associations to Buffalo and 2 to Cincinnati.

The Ohio Livestock Cooperative Association, Columbus, Ohio, is an overhead organization for the 43 county associations. It functions as a clearing house for information for the locals. It was operated during 1924 at an expense of \$13,920. As its income was \$16,242, it closed the year with a favorable balance. The larger items in the list of expenses are: auditing, \$3,779; directors per diem and travel, \$2,466; transportation, \$1,954; publicity, \$1,836; stenographic service, \$1,300; legal service, \$1,000; accounting \$575.

LIVESTOCK SELLING AGENCY DOES BIG BUSINESS

Net earnings for the Central Cooperative Commission Association which handles livestock on the South St. Paul (Minn.) market, amounted to \$101,884 for 1924. Of this amount approximately \$75,000 will be returned to the shippers as patronage dividends. This is a refund of 30% of the commission charges and is in addition to a dividend of 8% on outstanding capital stock, and the \$9,000 added to the association's surplus fund. The Central Association began operating in the fall of 1921. During its first complete calendar year it made sales amounting to over \$21,000,000. The next year its sales exceeded \$24,000,000 and the past year they exceeded \$25,000,000.

The following table gives the more significant figures for the three calendar years of 1922, 1923, and 1924:

Calendar:	Cars handled ^{1/}		:	Animals handled	
Year :	Number :	Index :	:	Number :	Index
1922 :	15,571:	100 :	:	999,330 :	100
1923 :	20,339:	130 :	:	1,409,481 :	141
1924 :	20,011:	128 :	:	1,420,540 :	142

^{1/} Includes stock driven in.

	Total sales		:	Net earnings	
Year :	Number :	Index :	:	Number :	Index
1922 :	21,756,304:	100 :	:	101,753 :	100
1923 :	24,723,051:	113 :	:	96,373 :	95
1924 :	25,225,478:	116 :	:	101,884 :	100

The decrease in the number of cars for 1924 as compared with 1923 is explained by a decrease in the number of cattle handled, as will be noted in the following table giving the number of animals of each kind received and sold:

Year :	Cattle :	Calves :	Hogs :	Sheep :	Total
1922 :	131,897 :	117,219 :	691,356 :	58,858 :	999,330
1923 :	139,722 :	143,615 :	1,072,476 :	53,668 :	1,409,481
1924 :	126,834 :	150,886 :	1,084,471 :	58,349 :	1,420,540

It is stated by the management of the association that the benefits to the shippers because of the activities of the association are greater than those indicated by the amount of the patronage dividends for the several years, because the commission charges of the association are lower than those of the privately owned commission firms. It is further stated that the association's charges for hogs are from \$2 to \$4 a car below the average, the charges for cattle from \$2 to \$3 less, and the charges on mixed cars from \$6 to \$9 below the average.

LIVESTOCK PRODUCERS RECEIVE LARGE PERCENTAGE OF RETURNS

Livestock to the amount of \$250,554 was shipped in 1924 by the Columbia City Cooperative Shipping Association, Columbia City, Ind. Of this sum the producers received 90%. A total of 107 cars was shipped, 192 decks including 11,893 hogs; 1779 sheep; 1204 calves and 109 cattle.

Market expenses were made up of the following items: freight, \$8,990; yardage, \$1,714; feed, \$1,897; commission, \$2,547; and home expenses consisted of: solicitor's commission, \$1,294; secretary's commission, \$1,294; insurance fund, \$638. Shippers received approximately \$233,115.

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MINNESOTA WOOL GROWERS MARKET COOPERATIVELY

Patrons of the Minnesota Cooperative Wool Marketing Association, Inc., Wabasha, Minn., consigned 266,178 pounds of wool to the 1924 pool. Shrinkage on this wool was 1,220 pounds, making the selling weight 264,958. Receipts from sales were \$114,452; expenses came to \$6,811; leaving \$107,641 to be paid to patrons. This was an average price to the growers on all grades, after paying all expenses, of 40.44¢ per pound on the receiving weight.

Although originally organized in 1922 with 19 members, the association was reorganized on January 15, 1925, with 195 members who expect to market their 1925 clips through the association.

Two wool warehouses at Wabasha, used by the association, have made application to be licensed under the United States warehouse act.

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FALL POOL OF OREGON WOOLS BROUGHT GOOD PRICES

A price of 58-1/2¢ a pound for a substantial portion of the wool in the fall pool is reported by the Pacific Cooperative Wool Growers, Portland, Ore. This means about 55-1/2¢ at the ranch and is the highest grease price received for Oregon wools since 1920. The strictly fall shorn wool of all grades netted members 53¢ a pound compared with an average outside price of about 40¢.

Ever since the formation of the association about four years ago it has secured good prices for the fall wools which are scoured by the association for consumption in local mills. Previously these wools brought less than the spring wools on account of their shorter length, but the association found them to be exceptionally light in shrinkage, by reason of which fact they net the growers a higher grease price per pound. This is the result of the association's policy of pooling the wools of the 2,800 members strictly on their merit, based on quality, grade and actual shrinkage. This is stated to be the only wool marketing organization which scours wool for its members. At the present time it is engaged in scouring over a half million pounds for the California members.

MICHIGAN WOOL GROWERS PLAN FOR CURRENT SEASON

Michigan wool growers marketing their clips through the facilities set up by the State Farm Bureau met at Lansing, Mich., January 13, and formulated plans for 1925. It was decided to market the clip of the current year through the Ohio Wool Growers Cooperative Association, the services rendered by that cooperative organization in 1924 having proved satisfactory. The Ohio association agreed to receive the wool, grade, store, insure and sell it for 2-3/4 cents a pound. It was further decided that farm bureau members should pay one-quarter of one cent a pound to their state association and consignors who were not bureau members should pay one cent a pound. The revenue derived from these charges is to be used in defraying the expenses connected with the operation of the Michigan association.

Plans for the present year provide for handling only the wool of growers who have signed the marketing contract of the Michigan Wool Growers' Cooperative Marketing Association. So far as possible the 1925 clips will be assembled in carlots for shipment to Columbus, Ohio.

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NEW YORK WOOL POOL REPORTS GOOD SALES

The 1924 wool pool of the New York State Sheep Breeders' Association, Syracuse, N. Y., included 477,883 pounds of wool, or about one-fifth of the wool produced in the state, according to the report of the manager at the recent annual meeting. The association has 37 locals and 1,598 farmers pooled their 1924 clips. All the wool consigned was sold at two periods, September 3 and November 1, and within ten days after payment was received by the association an advance payment was sent to the growers participating in the pool. An average price of 53.5 cents was secured. The average prices for wool have increased from year to year as is indicated by the following table compiled from reports issued by the association:

		Average per pound			
Year	Pounds	Gross	Net to		
	Handled	price	Expenses	Growers	
1920	411,929	36.3 ¹ / ₂	4.3	32.0	
1921	615,123	36.3 ¹ / ₂	4.1	32.2	
1922	532,821	45.3	3.7	41.6	
1923	475,000	49.5	4.35	45.2	
1924	477,883	53.5	4.2	49.3	

1/ 1920 and 1921 clips were marketed at the same time.

The manager of the pool states that many farmers prefer to sell their wool for cash rather than to consign to the association which holds the wool for a favorable market. He believes it would be for their interest to borrow money from the banks at 6% for their immediate needs and await the higher prices, which often represent an increase of 30% to 40%.

KENTUCKY COURT HANDS DOWN DECISION IN TOBACCO CASE

The Court of Appeals of Kentucky recently decided the case of Redford and Garrison v. Burley Tobacco Growers' Cooperative Association. In this case the association brought suit against Garrison, who was a member thereof, to enjoin him from selling or delivering his crop of tobacco outside the association. He filed an answer admitting that he signed a contract with the association covering the marketing of his tobacco, but denied that the association was entitled to the possession thereof or to an injunction. Redford intervened in the case, averring that Garrison was indebted to him in the sum of \$300, evidenced by a note secured by a mortgage on the crop of tobacco in question. He prayed for the enforcement of the mortgage lien against the association and for the sale of the tobacco and satisfaction of his claim.

The association demurred to the answer of Garrison and the intervening petition of Redford, thus asserting that each of them was not well founded in law. The contract entered into by Garrison contained this provision:

If the grower places a crop mortgage upon any of his crops during the term hereof, the association shall have the right to take delivery of his tobacco and to pay off all or part of the crop mortgage for the account of the grower and to charge the same against him individually.

Garrison claimed in his answer that he offered to mortgage his tobacco to the association but that the association declined to take a mortgage thereon, and that subsequently he told the officers of the association that he would mortgage his crop to Redford. He claimed in his answer that owing to the refusal of the association to advance him money on his crop that he was released from his obligation to deliver the tobacco to the association. The trial court sustained the demurrer of the association and enjoined Garrison from selling or delivering his tobacco outside the association. Garrison and Redford then appealed. The Court of Appeals, in affirming the judgment of the lower court, said:

The association is under no obligation except, in proper cases, to pay off all or any part of a mortgage contract by the grower, but it has the unqualified right to demand and take delivery of his tobacco crop so long as he remains a member of the association. Mere tender by appellant Garrison of his tobacco to the association to secure a mortgage lien does not relieve him from his obligation to deliver the tobacco to the association according to his agreement even though the association declined to advance him money or to accept the mortgage. To place the construction upon the clause of the contract which appellants insist should be given it would render

the whole contract unenforceable and a nullity, for any grower might evade the delivery of his tobacco to the association by merely asking a loan upon the tobacco and having it refused.

The opinion does not disclose whether Redford took his mortgage on the tobacco with knowledge of the contract of the association. Attention is called to the fact that under the provision of the contract referred to above it is undoubtedly contemplated that the association will satisfy the claim of one holding a mortgage on the crop so far at least as the proceeds derived therefrom will permit.

L. S. Hulbert.

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WIFE OF CONTRACT SIGNER HELD

The case of the California Prune and Apricot Growers' Association v. William H. Allenden and Myrtle Allenden is of peculiar interest, owing to the fact that William H. Allenden signed the contract with the association while his wife owned the property. It appeared, however, that she had permitted Mr. Allenden, her husband, to deliver prior crops to the association and that she had accepted the proceeds therefrom. In view of this fact, she was regarded as a principal and judgment was rendered against both of them.

L. S. Hulbert.

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GROWERS FINED FOR CONTEMPT FOR VIOLATING INJUNCTION

The North Carolina Cotton Growers' Cooperative Association enjoined two of its members from selling their cotton outside the association. The two members violated the injunction by selling cotton to outside parties and they were recently cited for contempt of court by the trial court of Johnston County, North Carolina. The two parties in question claimed that they had not grown any cotton during the year but that their farming had been conducted by their wives, for whom they had worked for wages. The court rejected this view and held that each of them was in contempt, and must pay a fine of \$50 and costs and spend fifteen days in jail, with the proviso that the jail sentence would be suspended if the parties paid the fines and costs within thirty days.

L. S. Hulbert.

COOPERATIVES HANDLE ONLY FARM BUREAU SEEDS

Michigan Farm Bureau brand seeds, introduced in 1920 by the Michigan Farm Bureau Seed Service, have proved so satisfactory and so popular with the farmers of the state that 154 cooperative associations have recently advised the Michigan Farm Bureau Seed Service that they are handling nothing but seeds of this brand. It is stated that only carefully selected and tested seeds known to be adapted to the Michigan climate are packed under this brand, and their purity, high germination and vitality are fully guaranteed by the state organization. All seeds are packed in sealed sacks at the warehouse of the Farm Bureau Seed Service and are delivered to the growers in the original packages.

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OHIO COOPERATIVE BUYERS RECEIVE PATRONAGE DIVIDENDS

Supplies handled by the Ohio Farm Bureau Service Company, Columbus, Ohio, during 1924, included 38,390 tons of fertilizer; 17,680 tons of feed; 16,600 tons of coal; 700,000 pounds of binder twine and 5,000 bushels of seeds. The total business for the year amounted to over \$3,160,000. Net gain was \$142,979. The margin between purchases and sales was \$24,275 for grain; \$4,263 for coal and \$180 for potatoes. Commissions were received by the company amounting to \$179,009. The principal sources of these were: fertilizer, \$133,860; feed, \$37,958; twine, \$4,065; seed, \$2,444.

Patronage dividends amounting to \$47,545 were paid to purchasers of fertilizers, and \$8,178 to purchasers of feed, making a total of \$55,723 of patronage dividends which were distributed at the end of the first six months. A dividend of 5% amounting to \$750 was paid on the capital stock of the company which is held by the Ohio Farm Bureau Federation.

After paying all expenses, including taxes, and paying patronage dividends and a dividend on capital stock, there was \$86,505 left to add to the surplus, making the credit balance of the surplus account \$97,576.

The assets of the company on December 31, 1924, included \$70,071 in cash. Aside from about \$3,000 of small items, the only liabilities were, capital stock, \$25,000; surplus, \$97,576. It is expected that a portion of the surplus will be used for paying patronage dividends for the last half of the year 1924.

As the Ohio Farm Bureau Federation holds the capital stock, the federation elects the members of its board of directors as directors of the service company.

(Agricultural Cooperation for July 14, 1924, p. 237, contains a brief report of the company for the first six months of 1924.)

NINE LEGISLATURES TO CONSIDER CREDIT UNION BILLS

Bills to legalize the establishment of credit unions are to be presented to the legislatures of nine states early in 1925, according to a statement issued by the Credit Union National Extension Bureau, Boston, Mass. The nine states are as follows: West Virginia, Ohio, Michigan, Illinois, Missouri, Iowa, Oklahoma, Washington, California. Other states which are giving the matter serious consideration and may take action include: Connecticut, Pennsylvania, Minnesota, Arizona, and Wyoming.

Credit union laws are already in operation in Massachusetts, New Hampshire, Rhode Island, New York, Virginia, North Carolina, South Carolina, Mississippi, Louisiana, Kentucky, New Jersey, Tennessee, Indiana, and Wisconsin. Four other states, Texas, Oregon, Utah, and Nebraska, have laws which are inoperative and require amendments to make them workable. Only in North Carolina has the rural credit movement been distinctly rural.

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SUGAR BEET GROWERS ORGANIZE IN YUGOSLAVIA

The Federation of Sugar Beet Growers was organized October 23, 1924, at Belgrade, Yugoslavia, to protect the interests of the growers in their dealings with the sugar cartel which controls the sugar factories, to purchase the two sugar factories of the state, and to form new cooperative factories.

Among the causes which led to the formation of the federation were long delays at the factories in receiving beets, with consequent loss of weight and deterioration, failure of the factories to carry out their contracts and to make payments at specified times.

The new federation asks that the Ministries of Justice and of Agriculture issue orders to protect the growers, and that they exercise control over all contracts between the factories and the planters; that the Ministry of Agriculture intervene to oblige the factories to pay for beets as early as possible; and that no contracts be made between individual growers and factories. Demands regarding prices, advances, conditions of payment, freight, furnishing of seed and fertilizer, were also formulated.

The consular report which furnishes this information states that the organization of these growers indicates the acuteness of the struggle between them and the sugar cartel, and that the antagonistic interests of the two groups will destroy this important industry unless some compromise can be reached.

DANISH COOPERATIVES HAVE THEIR OWN BANK

Agricultural exports from Denmark are financed almost entirely through the Danish Cooperative Bank which opened for business October 7, 1914, at Aarhus. In 1918 its main office was established in Copenhagen where it owns and occupies an imposing building. To-day the bank has 48 branches and 39 offices scattered throughout the kingdom.

The bank was brought into existence because of the need of an institution which would serve the agricultural interests, particularly those organized in the many cooperative associations. The actual work of formulating plans for the institution was conducted by a subcommittee appointed by the central cooperative committee. The various cooperative associations were asked to subscribe a large part of the required capital. To-day the capital stock amounting to over \$3,180,000 is held by 1700 associations and 22,267 individuals. Among the association stockholders are 402 creameries, 24 bacon factories, 30 large central associations and 751 consumer stores.

Voting privileges are limited to shareholders who have done business with the bank during the year preceding any election. Shareholders vote for delegates, one delegate being elected for each 50,000 kroner (about \$10,400), except that the individual shareholders can elect only one-half as many delegates as the associations holding shares. The elected delegates constitute the general assembly which elects a committee of 20 which in turn elects a board of directors, which selects the managing directors who conduct the business of the bank.

The rapidity with which the bank has grown is indicated by the index figures in the following tables, covering the nine calendar years ending with December 31, 1923:

Year	Capital Stock		Total Operations		Operating Expenses	
	Amount	Index	Amount	Index	Amount	Index
	(Kroner)		(Kroner)		(Kroner)	
1915	1,432,500	100	922,552,719	100	681,686	100
1916	2,894,500	202	3,422,875,745	371	6,484,025	952
1917	5,040,500	352	5,436,699,861	589	8,549,314	1255
1918	7,108,500	496	5,568,929,057	604	20,594,291	3024
1919	11,003,800	768	8,067,352,403	874	31,054,324	4560
1920	13,624,300	951	10,514,176,748	1140	25,175,153	3697
1921	15,046,500	1051	11,569,283,549	1254	25,167,436	3696
1922	15,689,700	1096	13,003,038,434	1409	30,034,839	4410
1923	15,735,000	1099	15,299,764,219	1658	24,643,839	3619

SAMPLE COPIES FOR ACTIVE DIRECTORS OF ASSOCIATIONS

Managers of cooperative associations who believe the directors of their organizations would be interested in the material appearing in this circular are requested to furnish their names and addresses that a sample copy may be sent to each. Address: Bureau of Agricultural Economics, Division of Agricultural Cooperation, U.S.D.A., Washington, D. C.

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